

# It's time to shift to a higher gear.

If you are using QuickBooks Pro™ or generic accounting software, you really need to try QFloors.



**QFLOORS**  
S O F T W A R E

RAISE PROFITS • LOWER STRESS

# All indicators point to QFloors

There are **dozens of benefits** that flooring-specific software can bring to a business owner that generic solutions like spreadsheets or off-the-shelf accounting software (like QuickBooks™, for example) cannot.



More meaningful & accurate financial statements



Solves Revenue and Costs of Goods Sold timing issues



Meticulous inventory tracking & controls



Automatically imports your product catalog via fcB2B features



User-friendly interface



Measurements specific to floor covering (sq yds, sq ft, linear ft, etc.)



Automatic use-tax and sales tax corrections



Automatic job costing on proposal screen



Know where your money is being spent on a day-to-day basis



Don't need outside help to run it



Flags/Alerts you if there is a discrepancy

# Pick up Speed and Accelerate Processes

Check out the charts to compare how you use QuickBooks Pro\* or QFloors to do some typical business tasks.

## QFloors Invoice Process

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### STEP 1

Fill out header information



### STEP 2

Fill in line items & prices



### STEP 3

Review the profitability on the job in the job cost section



### STEP 4

Do “what if” analysis—projected commission



### STEP 5

Enter payment



### STEP 6

Print invoice

## QuickBooks Invoice Process

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### STEP 1

Fill out header information



### STEP 2

Add customer to Customer List if not in database



### STEP 3

Fill in line items & prices



### STEP 4

Hope you are making a profit



### STEP 5

Leave money on the table



### STEP 6

Save invoice



### STEP 7

Open “Receive Payments” window



### STEP 8

Find customer and job from the drop down list



### STEP 9

Enter payment



### STEP 10

Go back to invoice screen



### STEP 11

Print invoice

## QFloors Sales Income & Cost of Goods Sold Recognition

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### STEP 1

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Verify Labor Costs on Invoice Screen by checking boxes



### STEP 2

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QFloors will automatically post the invoice to sales, then material costs to COGs, and labor costs to Labor Expenses



### STEP 3

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Review the profitability on the job in the job cost section

“We have used QuickBooks and other flooring software. **QFloors is by far the best when it comes to ease and service.** Thank you QFloors for making the software portion of our business run smoothly!”

**JIM BROWN**, CARPETSPLUS

“Light-years ahead of QuickBooks.”

**MIKE PHOENIX**, FLOOR DECOR



## QuickBooks Sales Income & Cost of Goods Sold Recognition:

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### STEP 1

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Enter customer invoice / job or convert from estimate in the Invoice Screen



### STEP 2

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Enter Installer Bills dated the same as the corresponding customer invoice in the Bills



### STEP 3

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Assign each installer bill to the corresponding customer invoice in the Bills Screen



### STEP 4

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Assign material invoices to the corresponding customer invoice in the Bills Screen



### STEP 5

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Generate Job Cost Report to find the material cost for the period in the Report Window



### STEP 6

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Generate GL report to find the material COGS total in the GL Report Window



### STEP 7

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Do journal entry to make the material COGS amount match the Job Cost material amount in the Journal Entry Window

**\*\* Note: If you don't do steps 5-7 you'll not be able to produce accurate completed contract and *accrual financial statements*. The Completed Contract method of recognizing Sales Revenue and direct Cost of Goods Sold is the only way to get meaningful financial statements that report accurate Gross Profit earned in this industry.**

Get on the fast track with QFloors' B2B technology (which QuickBooks doesn't have). With B2B features, you'll save an enormous amount of time in product management.

## QFloors Product Management Process:

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### STEP 1

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Import Complete Product price list from participating vendors  
**(This may take a few hours)**



### STEP 2

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Check stock in-house or at the vendor location, including related items on the invoice screen **(This takes seconds)**



### STEP 3

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Order products with a few clicks  
**(This takes seconds)**



### STEP 4

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Import vendor bills with a few clicks  
**(This takes seconds)**

## QFloors Product Management Process:

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### STEP 1

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Manually enter all product data  
**(This takes months)**



### STEP 2

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Call vendor or log into their website to check stock and related items **(This takes a few minutes)**



### STEP 3

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Call vendor or log into their website to order product **(This takes a few minutes)**



### STEP 4

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Enter bills manually in the Bills Screen  
**(This takes a few minutes)**

"I used QuickBooks for a while and I was constantly catching areas where we were losing money. I had to put all kinds of hand controls into the operation, until I found QFloors. Now I can look at my business and say, 'Where am I this week? Can I advertise this week?' I couldn't do that with QuickBooks. With QuickBooks, I would find we were in a hole and ask, 'When did that happen?' because there was money sitting on the shelf but not in our hands... **QuickBooks may work well to run your household budget, but it doesn't work to try to run a flooring business.**"

STEVE ELDER, GAINESVILLE CARPET & FLOORS





# Take QFloors for a test drive today.

Stop spinning your wheels in QuickBooks. Contact us today for additional information on how QFloors can best fit your company's needs.

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# QFLOORS<sup>TM</sup>

SOFTWARE

RAISE PROFITS • LOWER STRESS